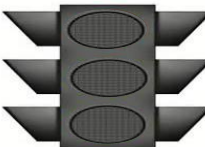
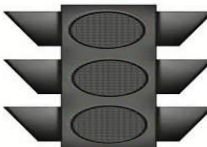


Medium to Large Deals in Pipeline- Expansion: Average Wage Economic Development

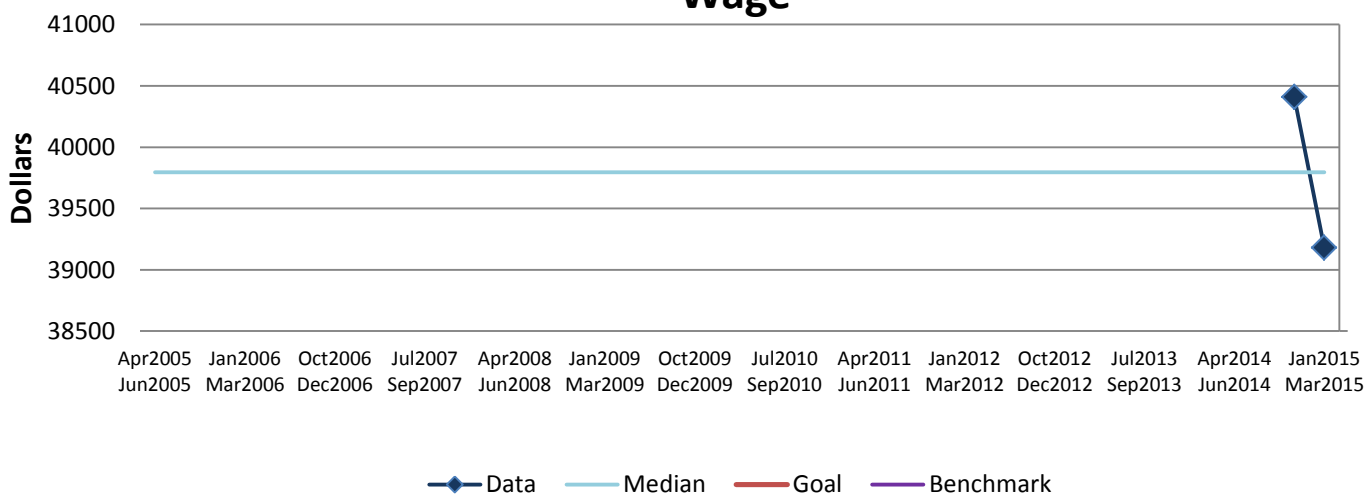


KPI Owner: Rebecca Fleischaker

Process: Business Expansion

Baseline, Goal, & Benchmark		Source Summary	Continuous Improvement Summary			
Baseline: TBD Goal: TBD Benchmark: TBD		Data Source: SalesForce	Plan-Do-Check-Act Step 1: Define the problem			
		Goal Source: TBD	Measurement Method: Average wage of company reported data			
			Why Measure: Higher wages improve local economy and quality of life; aligns with Metro Goal # 9			
		Benchmark Source: TBD	Next Improvement Step: Increase average wage of expanding existing businesses			
How Are We Doing?						
Apr2010-Mar2015 5 Year Goal	Apr2010-Mar2015 5 Year Actual		Jan2015-Mar2015 Goal	Jan2015-Mar2015 Actual		
TBD	79,589		TBD	39,179		
Dollars	Dollars		Dollars	Dollars		

Medium to Large Deals in Pipeline- Expansion: Average Wage



The seven basic quality tools, "5 Whys" technique, brainstorming and other methods will be applied to the measure graphed above. The purpose of using the tools/methods is to understand what makes performance less than desirable if performance is not best in class.